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**Deutsche Bank**

**Dr. Josef Ackermann**  
Chief Executive Officer



**Roadshow**

**Copenhagen, Stockholm**  
**10 – 11 November 2008**

A Passion to Perform.

**Deutsche Bank**





# Agenda

**1** Third quarter 2008 highlights

**2** Key current issues

**3** Risk and capital management

**4** Business strategy



## 3Q2008 Highlights

### Group performance

- Income before income taxes of EUR 93 m
  - After mark-downs of EUR 1.2 bn
  - Includes only EUR 146 m gain on FV on own debt; election on all own debt would have increased pre-tax profit by more than EUR 2 bn
- Net income of EUR 414 m, including tax benefit of EUR 321 m
- Diluted EPS of EUR 0.83

### Capital and balance sheet

- Tier I ratio of 10.3%, above target
- Leverage ratio of 34 per target definition
- Total assets slightly up to EUR 2.1 trn
  - Primarily due to movements in FX rates and derivatives values
  - Partly offset by managed reduction of EUR 103 bn

### Liquidity

- Diversified unsecured funding of EUR 521 bn
  - 86% mainly from deposits / capital markets
  - 14% of short-term money market funding



## 3Q2008 results in summary

In EUR bn

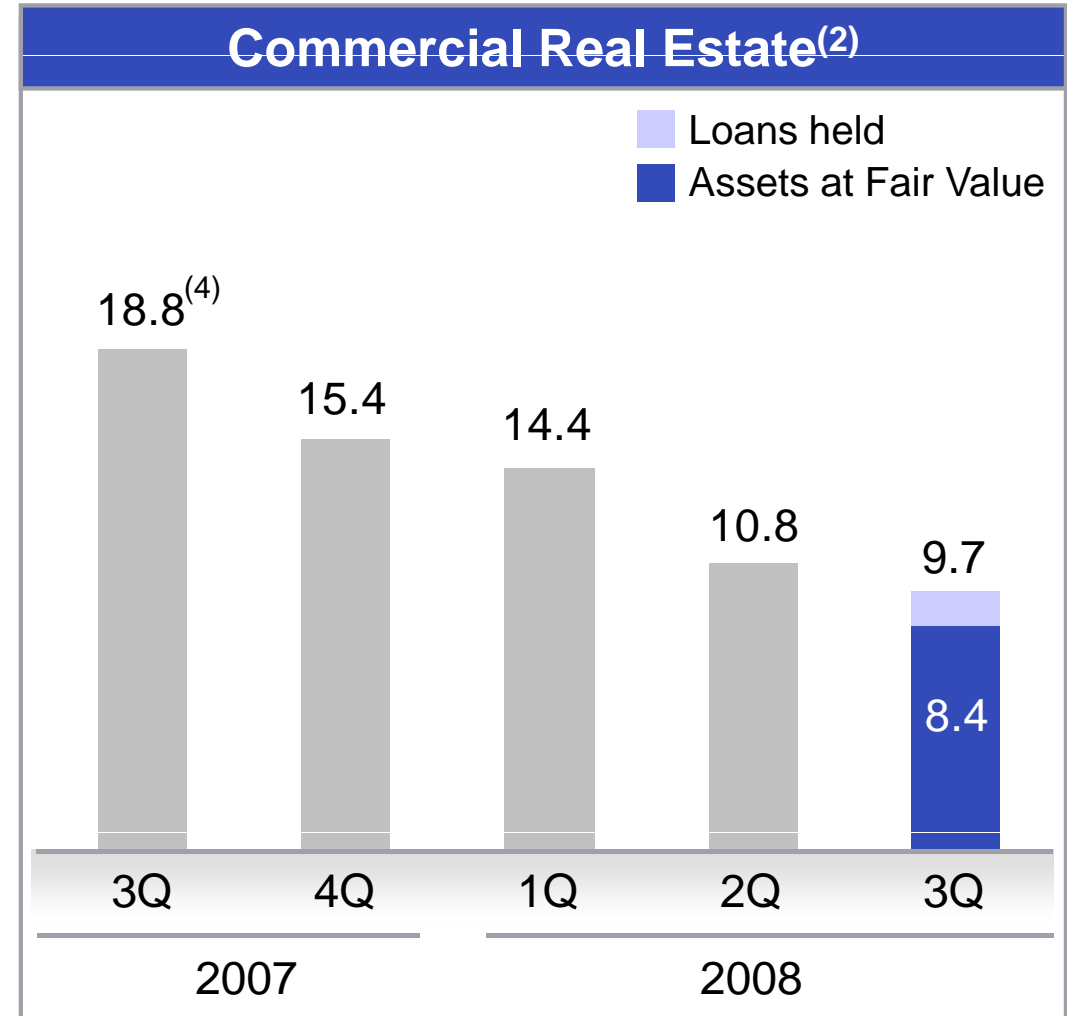
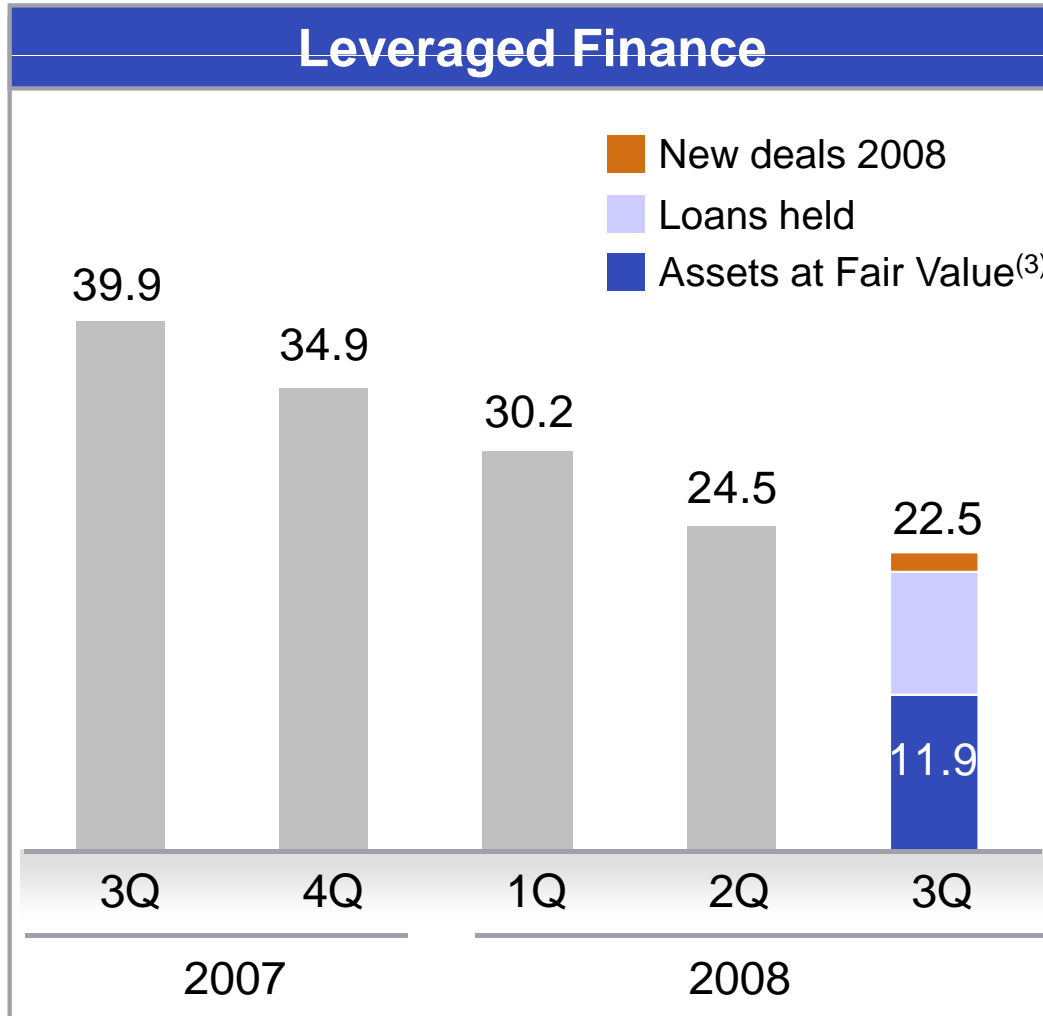
	3Q2008	3Q2007	2Q2008	3Q2008 vs. 3Q2007	3Q2008 vs. 2Q2008
Net revenues	4.4	5.1	5.4	(14)%	(19)%
Provision for credit losses	(0.2)	(0.1)	(0.1)	125 %	75 %
Noninterest expenses	(4.0)	(3.5)	(4.6)	14 %	(13)%
<b>Income before income taxes</b>	<b>0.1</b>	<b>1.4</b>	<b>0.6</b>		
<b>Net income</b>	<b>0.4</b>	<b>1.6</b>	<b>0.6</b>		
Diluted EPS (in EUR)	0.83	3.31	1.27		
Pre-tax RoE (in %)	1	19	9		





# We continue to manage down key exposures

Carrying value<sup>(1)</sup>, in EUR bn



(1) Exposure represents carrying value and includes impact of synthetic sales, securitizations and other strategies; for unfunded commitments carrying value represents notional value of commitments less gross mark-downs (2) Carrying value' reflects total loans and loan commitments held on a fair value basis after risk reduction and gross mark-downs (3) Includes loans and loan commitments held at fair value pre 1 Jan 2008 (4) Total commitments Note: Figures may not add up due to rounding differences



# 'Stable' businesses: Impact of specific items

- GTB
- AWM
- PBC

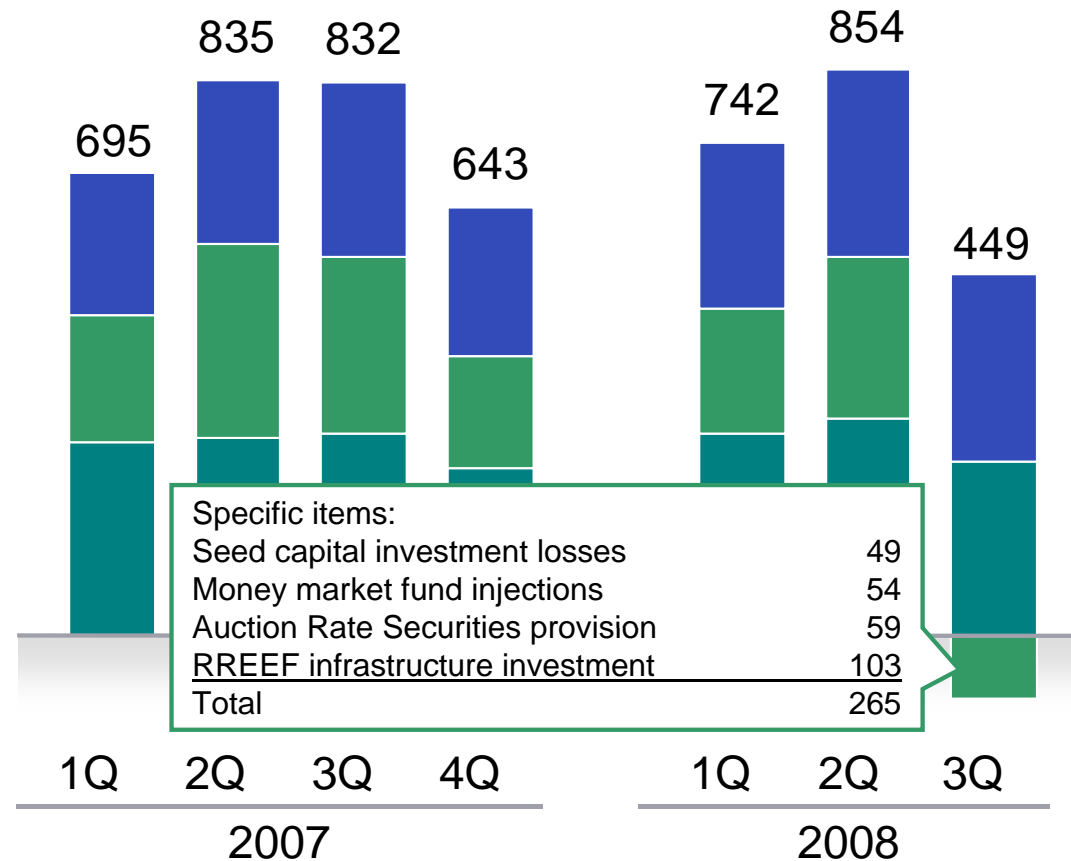
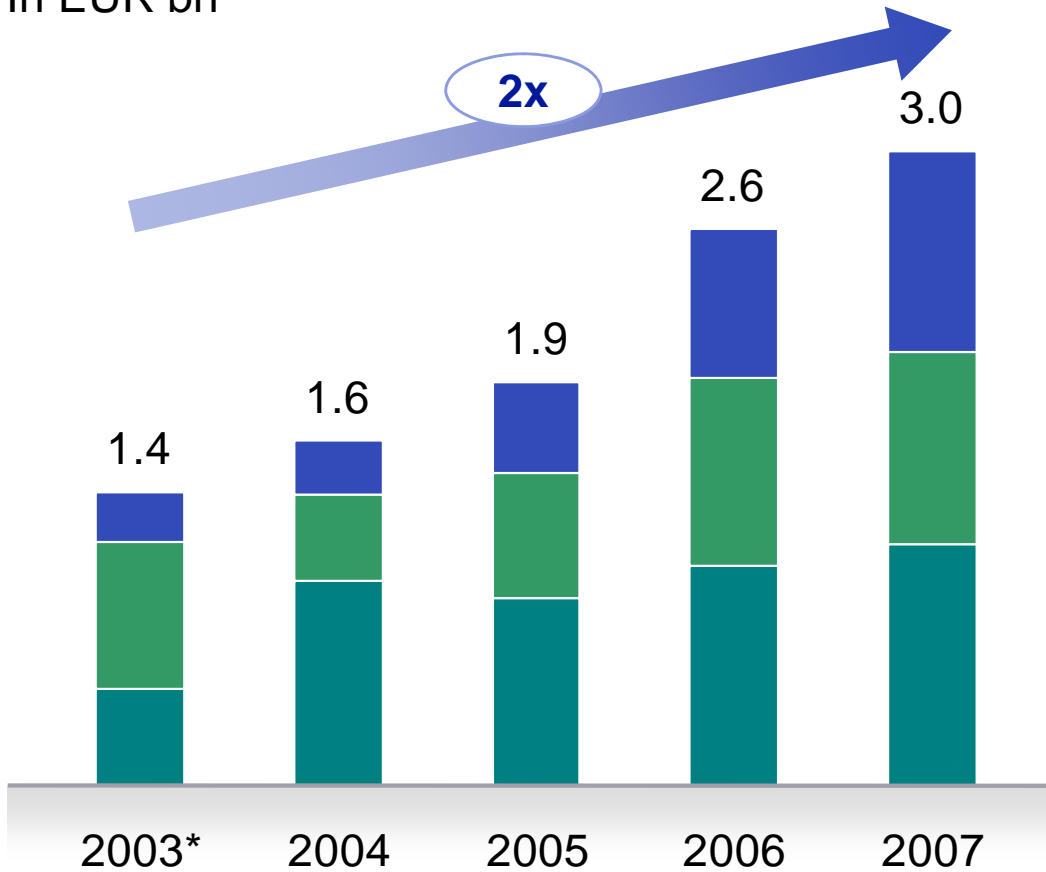
Income before income taxes

2003 – 2007

Quarterly trend

In EUR bn

In EUR m



\* GTB adjusted for gain on sale of GSS

Note: 2003-2005 based on U.S. GAAP, 2003 based on structure as of 2005, 2004-2005 based on structure as of 2006, 2006 onwards based on IFRS and on latest structure



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# Impact of IAS 39 reclassification

## IAS 39

- In October 2008 the European Union endorsed amendments to IAS 39 and IFRS 7, 'Reclassification of Financial Assets', which permit the reclassification of trading assets and assets available for sale in cases involving a clear change of management intent.
- In accordance with these amendments, Deutsche Bank reclassified certain assets, for which no active market existed in the third quarter and which management intends to hold for the foreseeable future, out of trading assets and assets available for sale, and into loans.
- If these reclassifications had not been made, the income statement for 3Q would have included negative fair value movements of EUR 845 m and would have not included net interest margin of EUR 53 m.

## Impact on results

3Q2008, in EUR m

	IAS 39 effect
Net revenues	898
Provision for credit losses	(72)
Noninterest expenses	-
<b>Income before income taxes</b>	<b>825</b>
Income tax (expense) / benefit	(289)
<b>Net income</b>	<b>536</b>



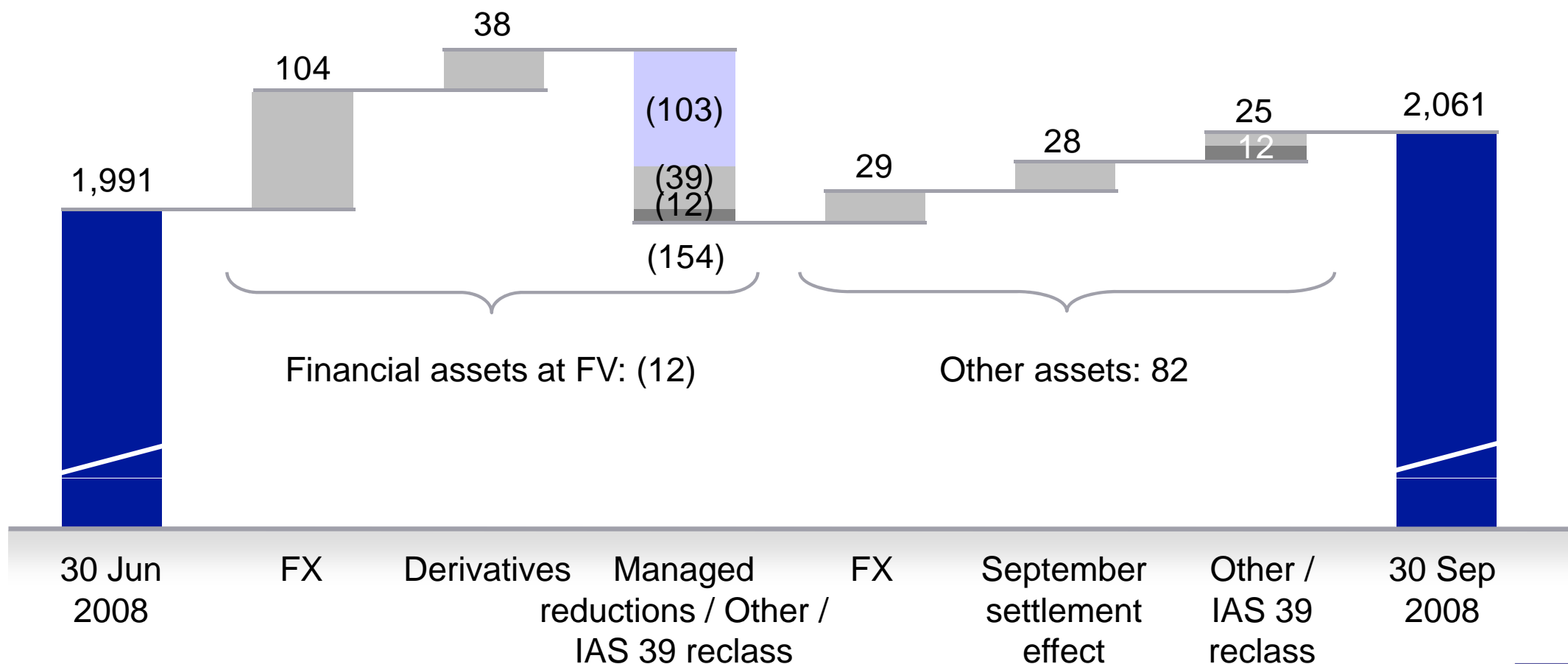




# Total assets increase primarily due to FX impact and derivatives

In EUR bn

■ IAS 39 reclass

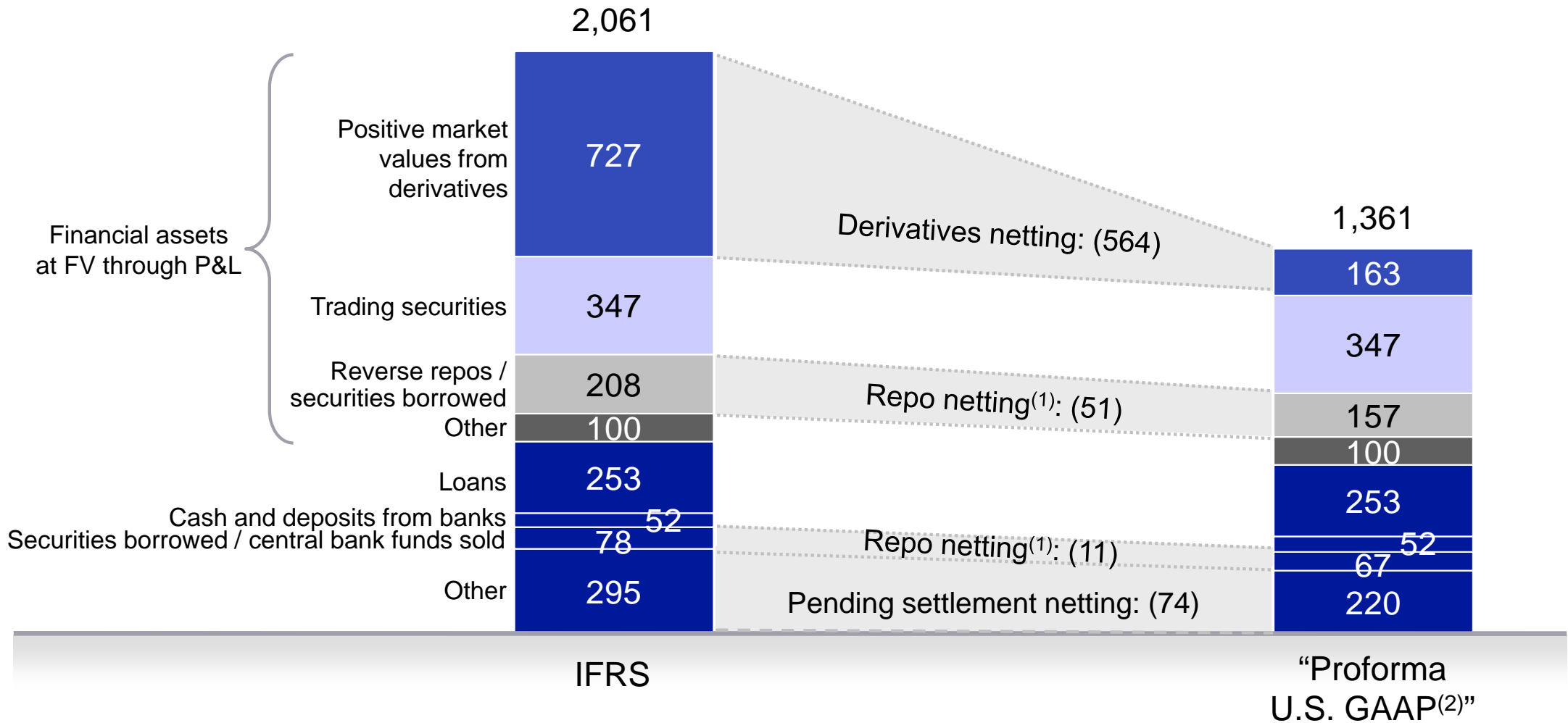


Note: Figures may not add up due to rounding differences  
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# Assets reconciliation

As of 30 Sep 2008, in EUR bn



(1) Repo netting estimate based on proportion of nettable repos under U.S. GAAP at date of transition to IFRS

(2) Please refer to page 43 for definition

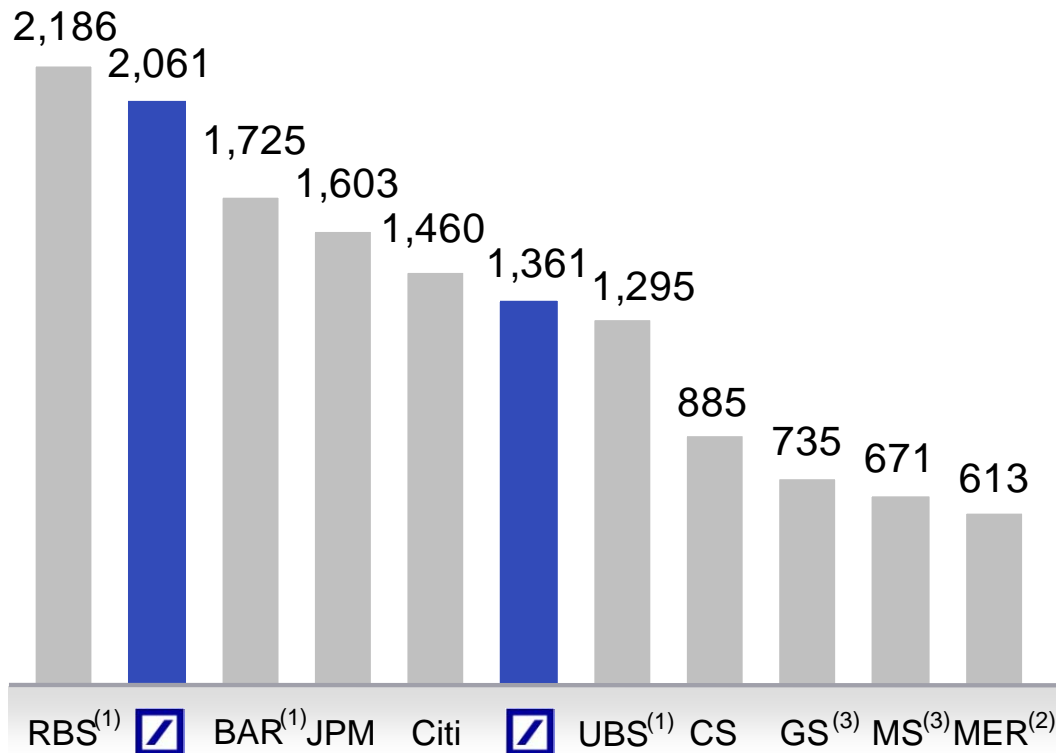
Note: Figures may not add up due to rounding differences



# On a risk weighted basis, Deutsche Bank below peer average

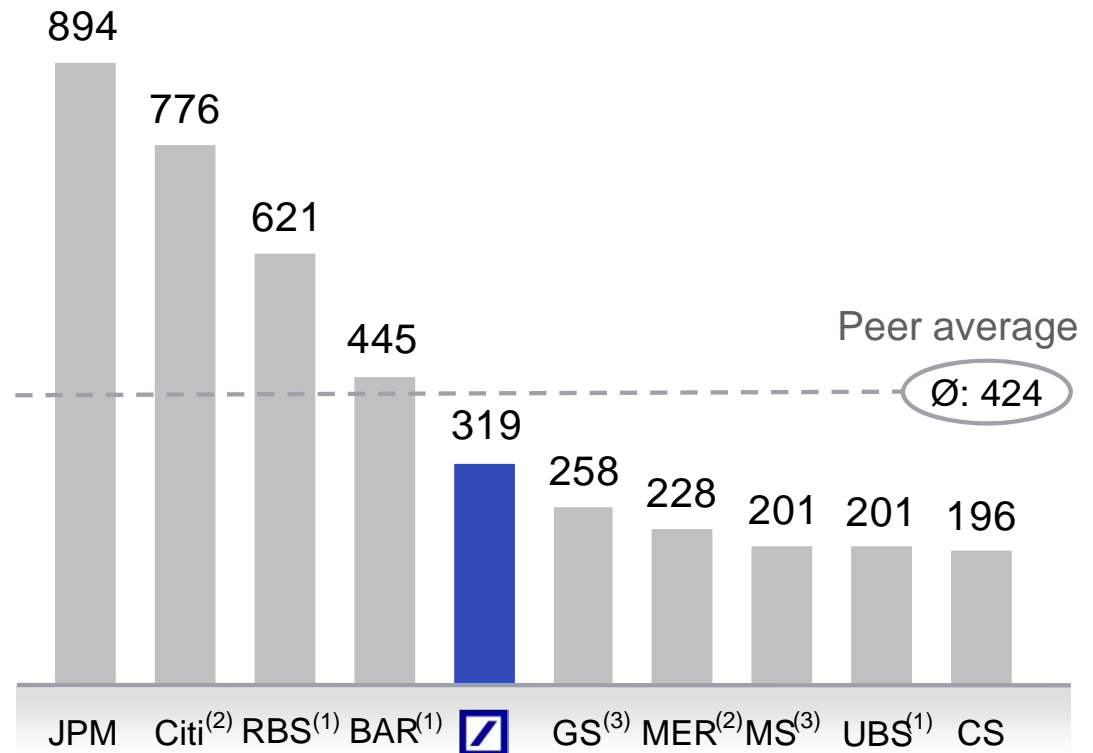
As of 30 Sep 2008, in EUR bn

## Total assets



'U.S. GAAP  
Pro-forma<sup>(4)</sup>

## RWA



(1) IFRS, per 30 June 2008

(2) Per 30 June 2008

(3) Diverging fiscal year

(4) Please refer to page 43 for definition

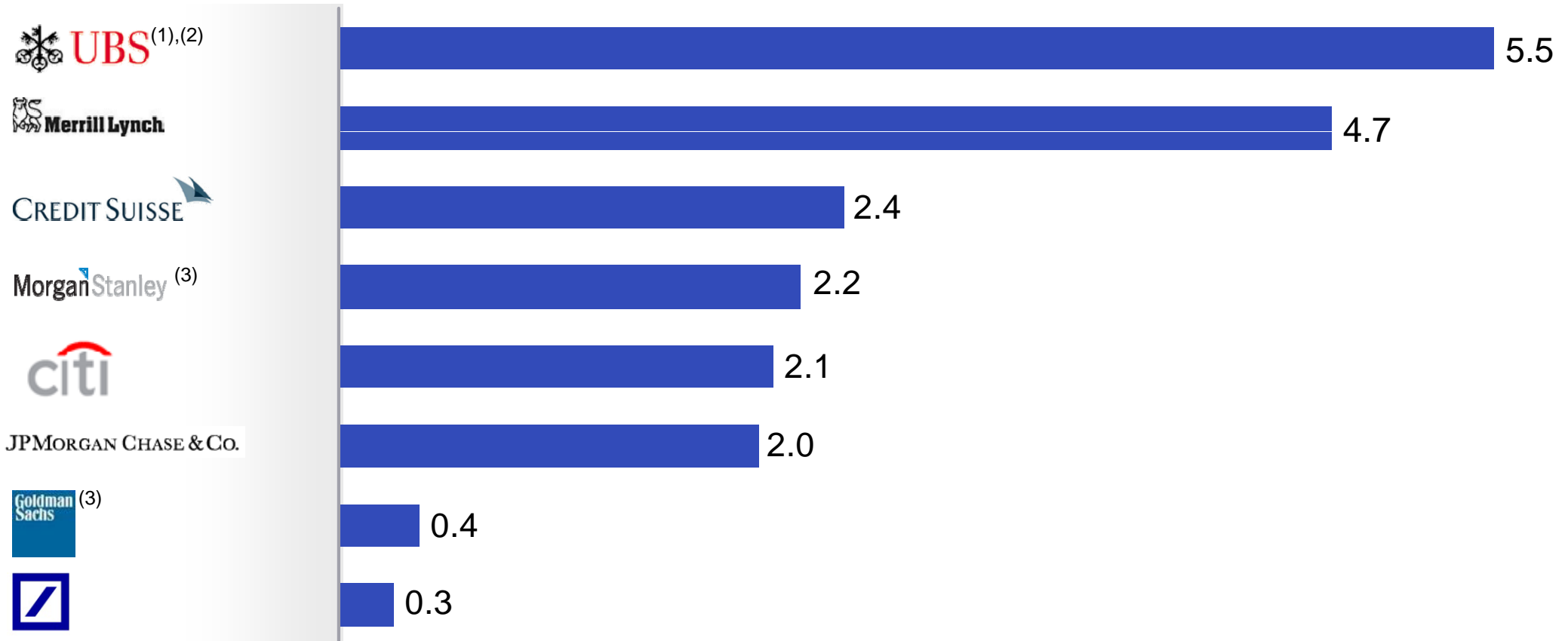
Note: FX conversion based on period end exchange rates





# Deutsche Bank: Limited application of fair value option

Disclosed P&L benefit / (loss) from fair value option on own debt, FY2007-3Q2008, in EUR bn



(1) Also reflects fair value gain on Mandatory Convertible Notes of EUR 2.4 bn in 1Q2008

(2) 3Q2008 fair value gain on own debt based on preliminary announcement of 16 Oct 2008

(3) Diverging fiscal year

Note: Based on FY2007, 1Q2008, 2Q2008 and 3Q2008 fair value gains on own debt; converted into EUR based on FX rate of respective reporting period

Source: Company disclosures

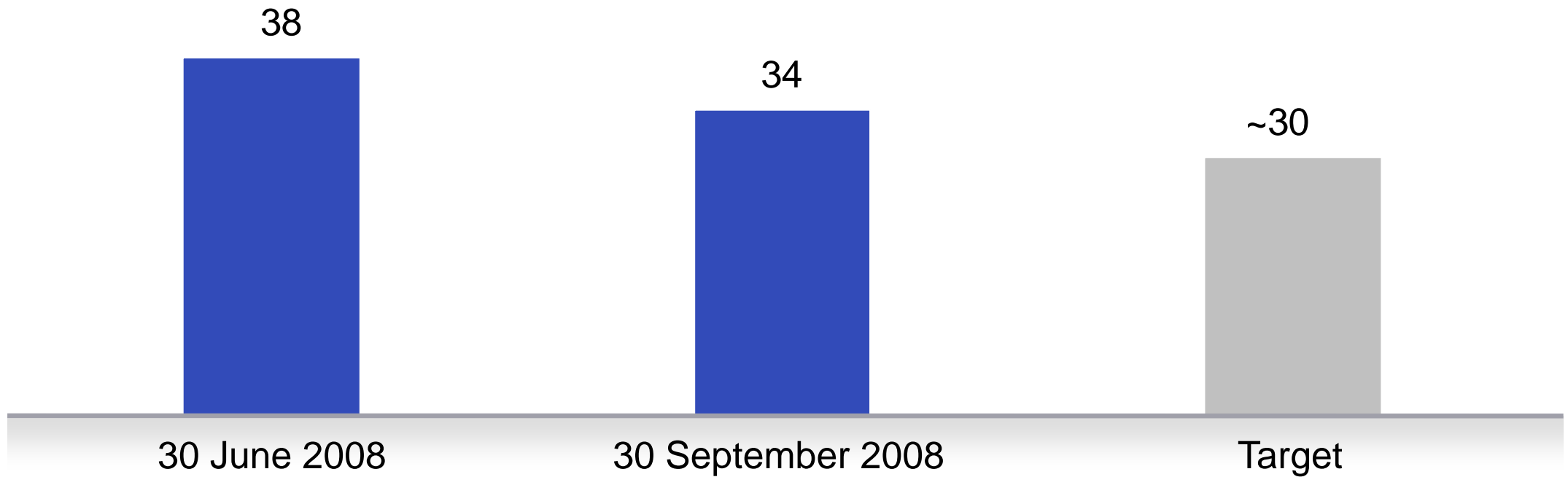
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# Progress towards our leverage ratio target

Balance sheet leverage ratio per target definition





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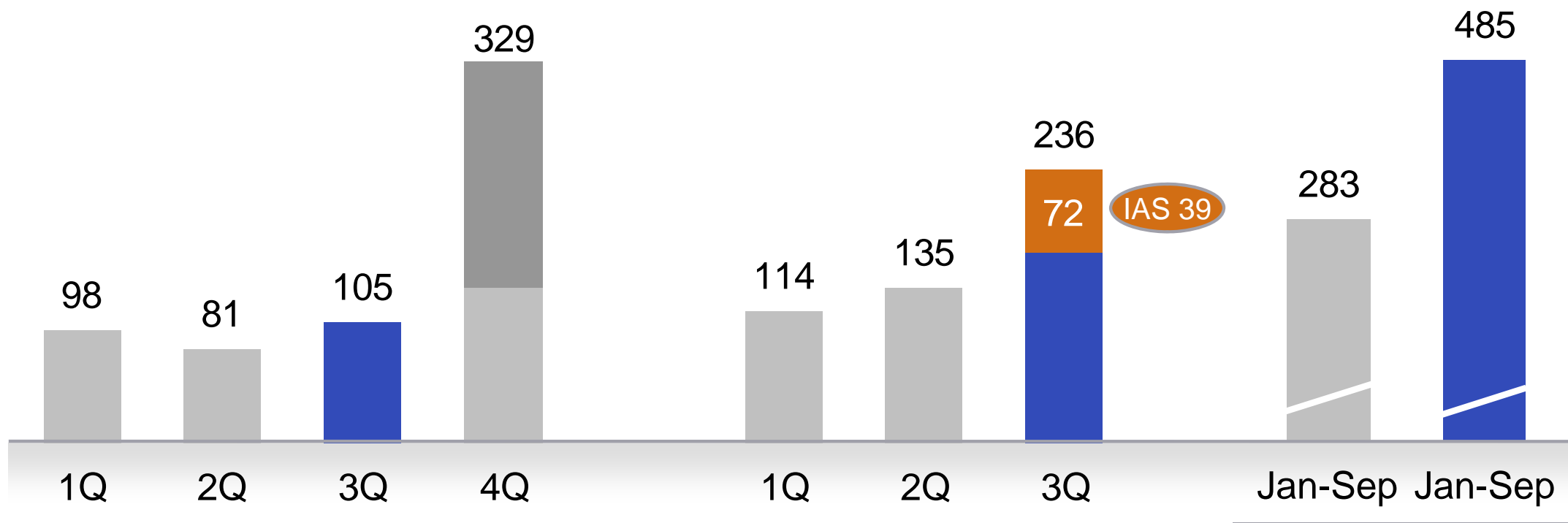
4 Business strategy



# Rise in provisions partly driven by IAS 39 asset reclassification

Provision for credit losses, in EUR m

■ Single counterparty relationship



Thereof: CIB 2007

(20)	(42)	(19)	190
117	124	124	136

2008

(11)	(9)	66
125	145	169

2007 2008

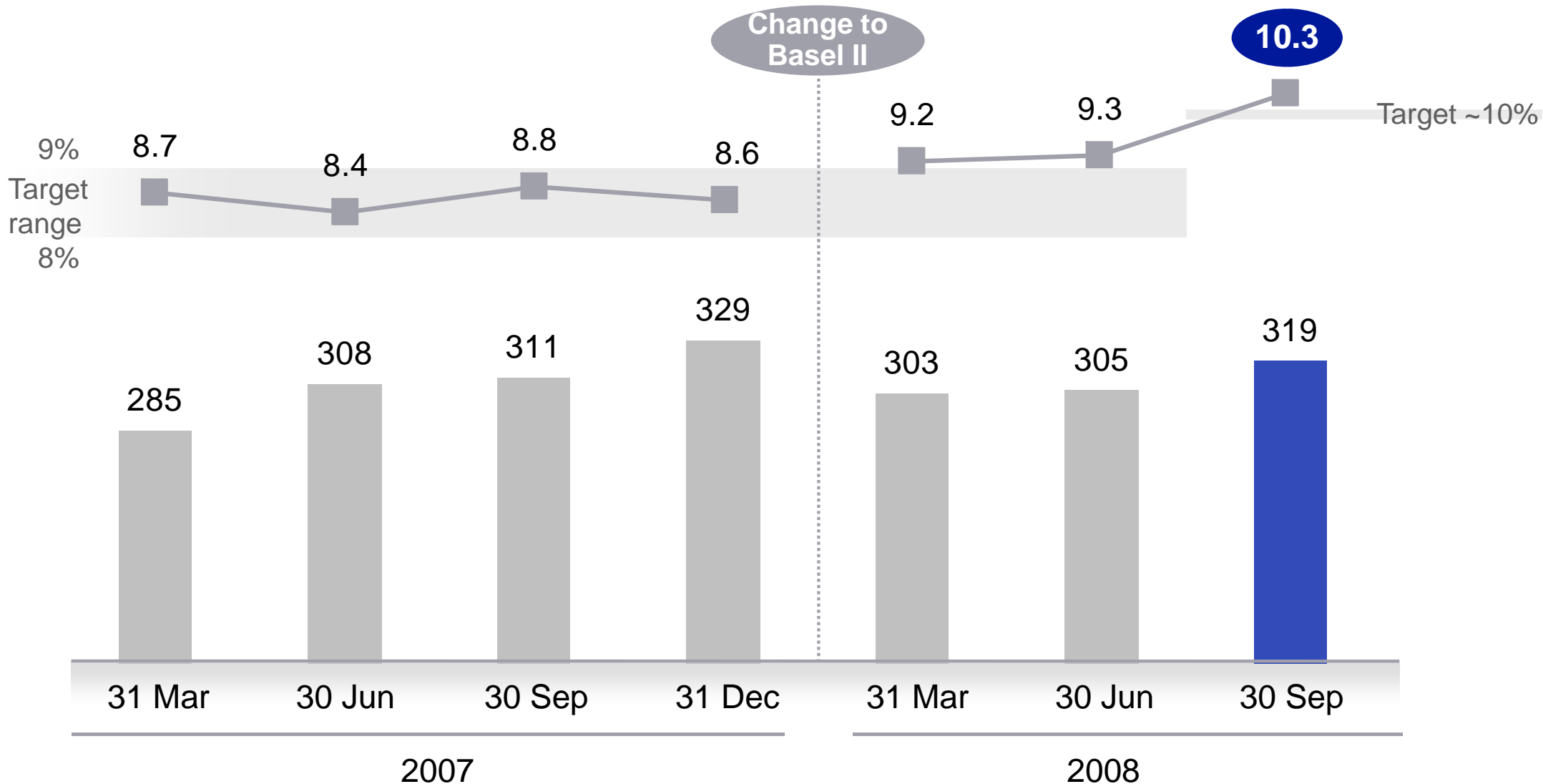
(82)	46
365	440

Thereof: PCAM

Note: Divisional figures do not add up due to omission of Corporate Investments  
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# Tier I ratio improved to 10.3%, above new target



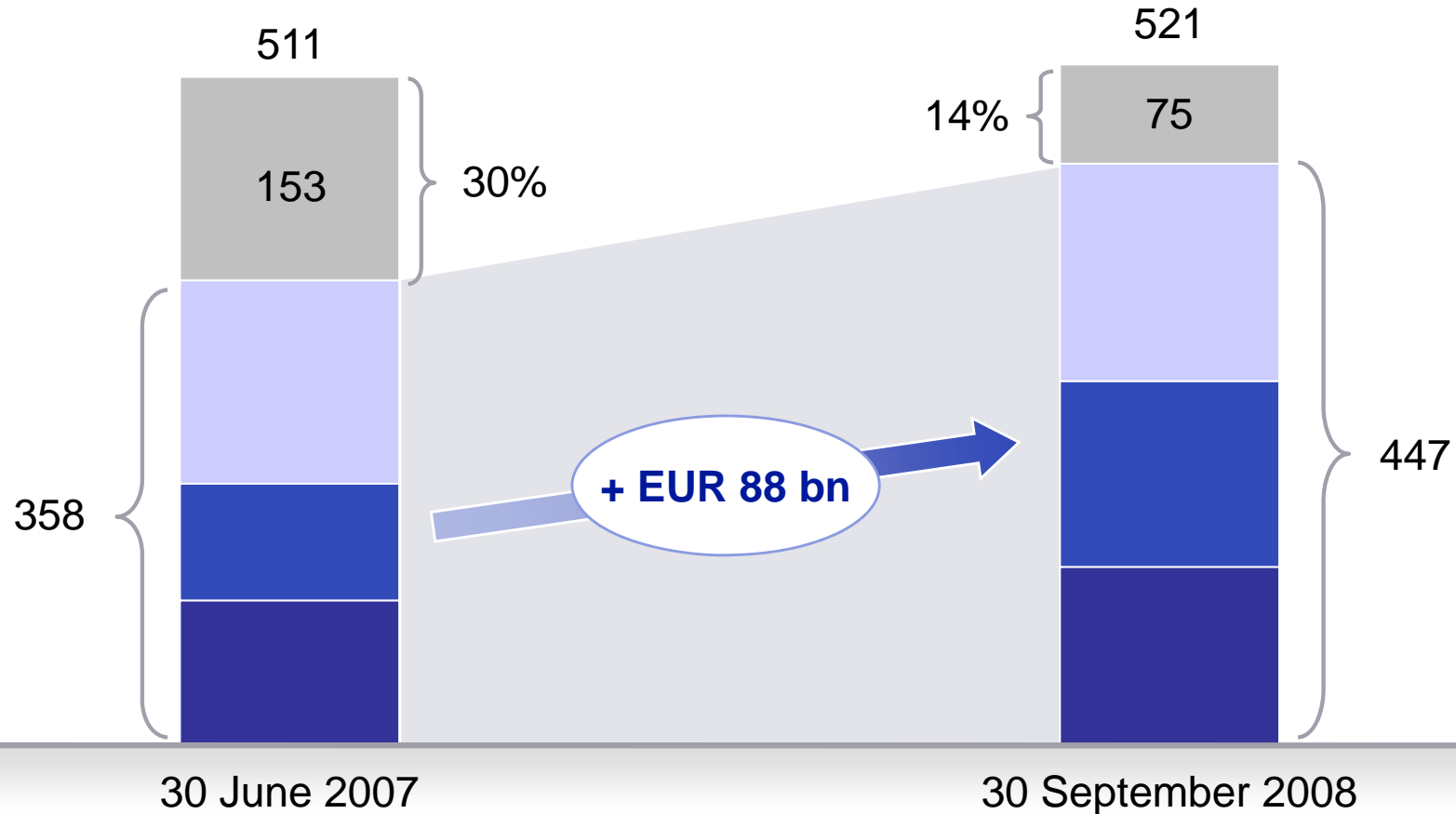
■ Tier I ratio, in %   ■ RWA, in EUR bn





# Reduced reliance in short-term funding

Unsecured funding by source, in EUR bn



- Capital markets
- Retail deposits
- Short-term wholesale funding
- Fiduciary, clearing & other deposits

Note: Figures may not add up due to rounding differences  
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## The crisis has validated our business model

Leading global investment bank  
with a strong and profitable private clients franchise



Mutually reinforcing  
businesses

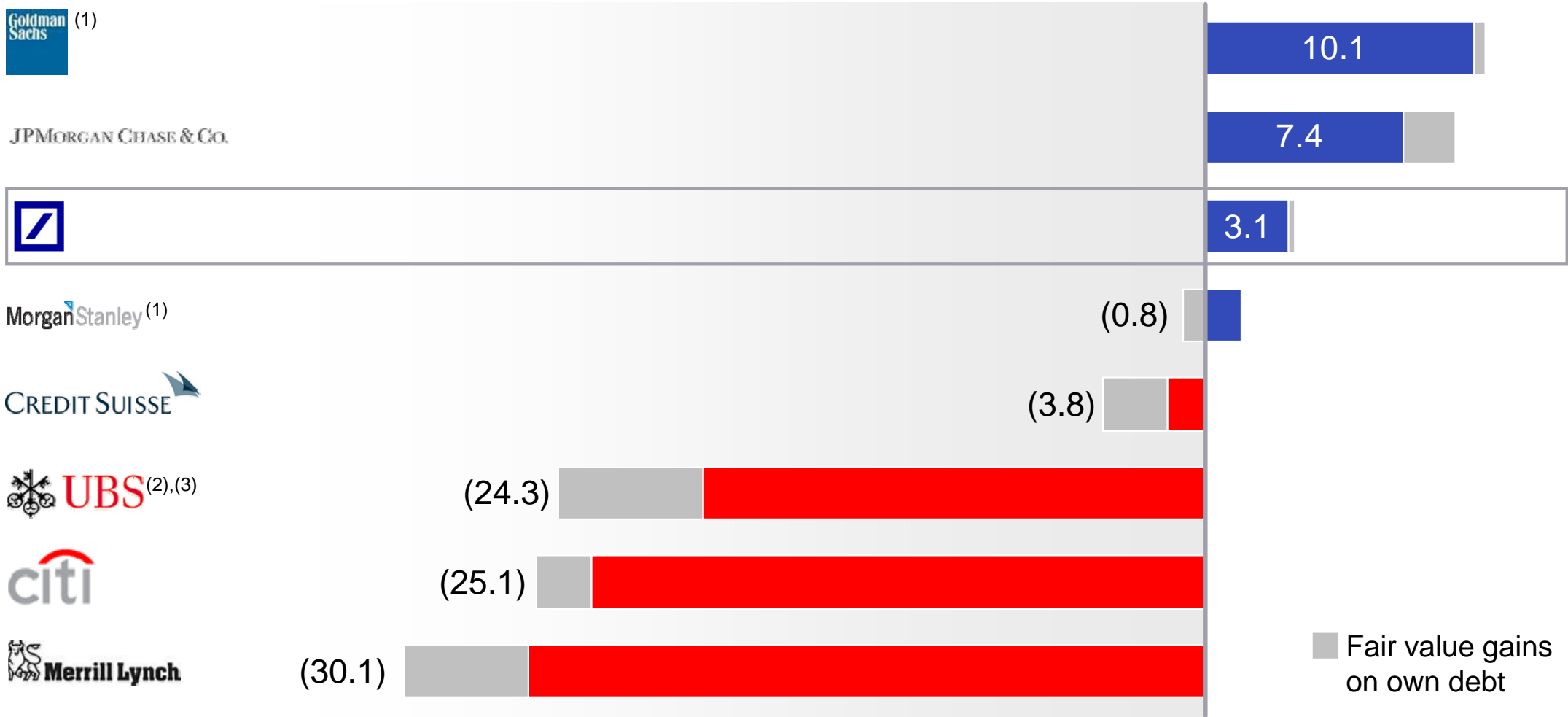
A leader in Europe

Powerful and growing  
in North America,  
Asia and key emerging  
markets



# We remain a relative winner through the crisis

Aggregate IBIT, 3Q2007-3Q2008, reported, adjusted for FV gains on own debt, in EUR bn



(1) Diverging fiscal (2) 3Q2008 based on preliminary announcement of 16 Oct 2008  
(3) Also reflects fair value gain on Mandatory Convertible Notes of EUR 2.4 bn in 1Q2008

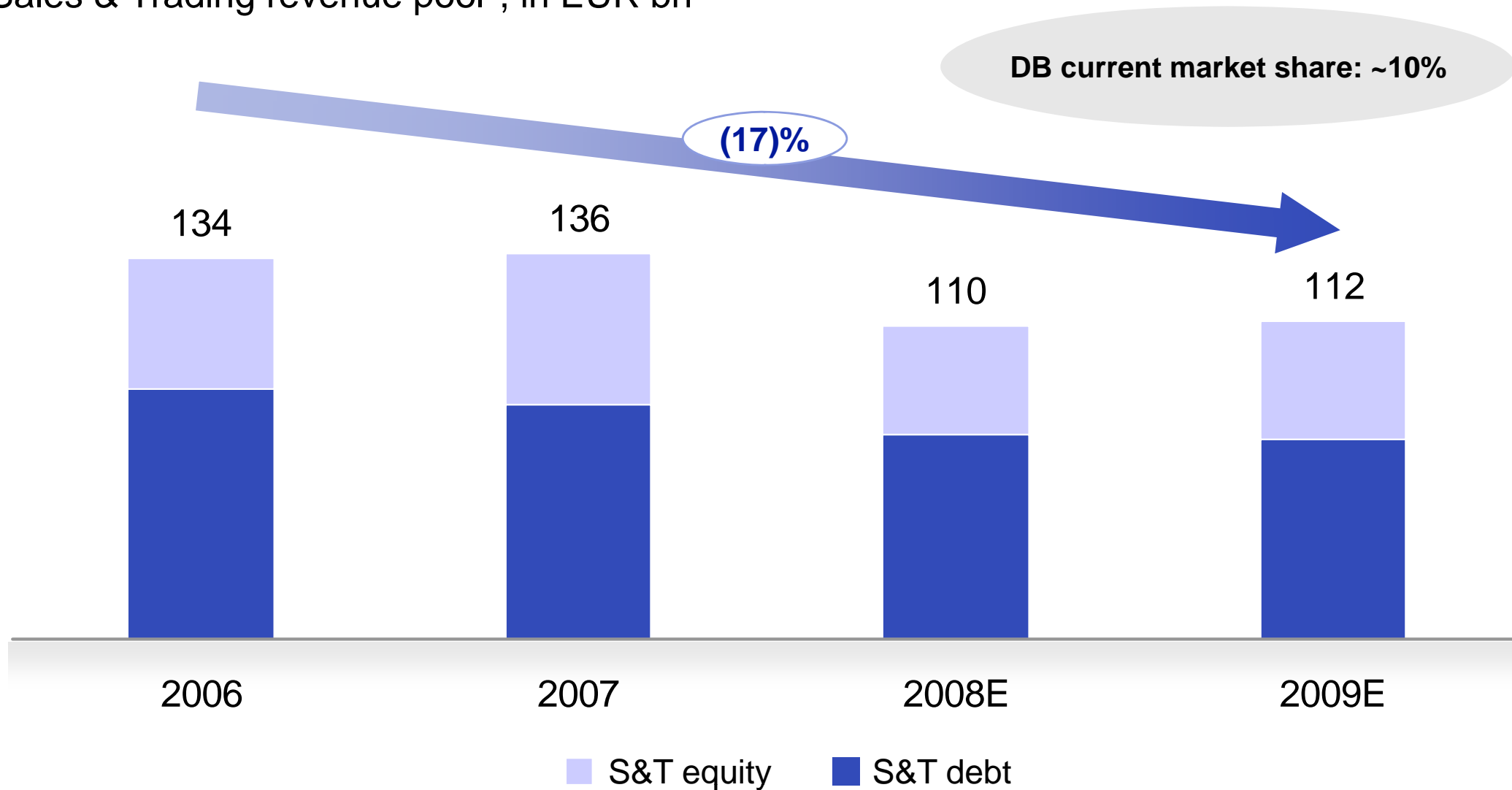
Note: Based on FY2007, 1Q2008, 2Q2008 and 3Q2008 fair value gains on own debt; for peers IBIT reflects IBIT attributable to the shareholders of the parent; converted into EUR based on average FX rate of respective reporting period

Source: Company reports



# Investment banking remains a highly important business

Sales & Trading revenue pool\*, in EUR bn



\* Reflects Top 15 firms; excludes mark-downs and fair value gains / losses on own debt

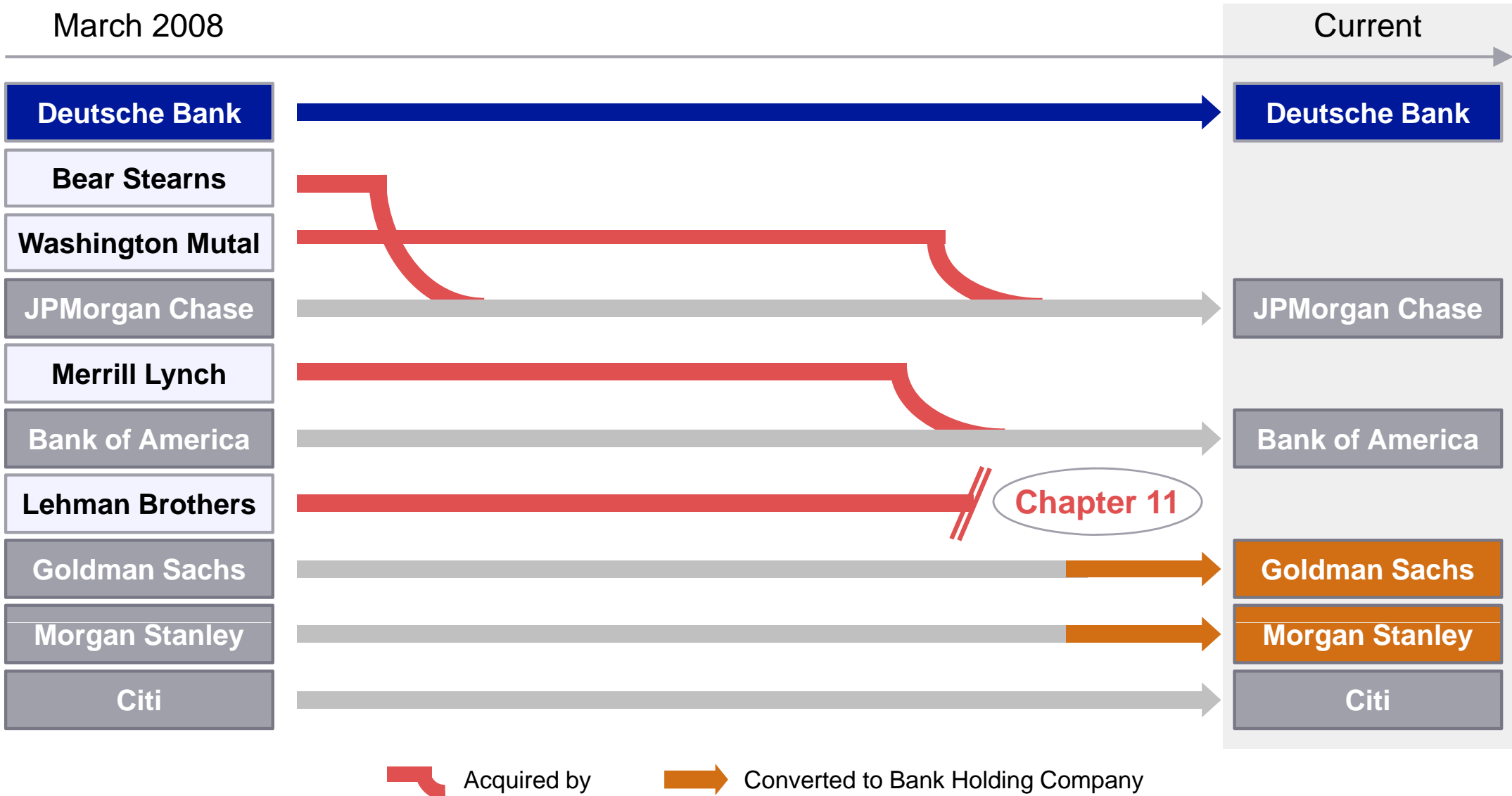
Source: Company reporting, DB

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# Unprecedented change in our competitive environment





# We continue to invest in 'stable' businesses: example PBC

## PBC growth program

### Advisory Banking

Significant investment in our core competencies

- Expanding number of qualified Advisory banking staff
- Profitable branch expansion, mainly in Germany, Italy and Poland

### Consumer Banking

Building a European Consumer platform

- Setting up a 'state of the art' online banking solution
- Redesign collections and recovery mgmt.

### Efficient platform

- European consolidation of middle offices into few locations
- Integration of credit operations in middle- / back-offices

Deutsche Bank  PBC



 Postbank









- Explore cross-sell opportunities
- Sharing development and running costs
- Benefits of joint purchasing power





# PBC and Postbank: A powerful basis for co-operation

As of 31 December 2007

	 <b>Postbank</b>	<b>Deutsche Bank</b>  <b>PBC</b>
<b>Clients &amp; distribution</b>		
Clients (m)	14.5	13.8
Branches	855	1,650
Mobile sales force	~ 4,300	~ 3,200
FTE (000)	21.5	23.1
Brands	  	  
<b>Financials (in EUR bn)</b>		
Revenues	4.3	5.8
Income before income taxes	1.0	1.1
Customer loans	90	89
Customer deposits	90	96





# Meeting challenges, seizing opportunities

## Investment Banking

- Focused investments in a 'core' business
- Exploit relative strength
- Reposition toward growth areas
- Leverage strong position in emerging capital markets

## 'Stable' businesses

- GTB: Continue to invest/expand
- PBC: Launch the next phase
  - Expand Advisory Banking
  - Align Consumer Banking
  - Postbank co-operation
- AWM: Exploit momentum of asset flows
  - Growth products
  - Client segments

## Capital, liquidity and exposures

- Continue to manage down key exposures
- Strong core capital ratio
- Strengthen liquidity via strong funding base
- Disciplined capacity and cost management

- Strict management of risk and cost
- Leverage strong liquidity and funding base
- Committed to solid core capital ratio



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**Additional information**

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# Update on key credit market exposures

In EUR bn

	Mark-downs net of hedges 3Q2008	Exposure		
		30 Jun 2008	30 Sep 2008	30 Sep 2008 (at fair value)
CDO Subprime <sup>(1)</sup>	-	1.4	1.2	1.2
Other U.S. RMBS <sup>(1)</sup>	0.1	6.0	5.9 <sup>(4)</sup>	5.5
Monolines <sup>(2)</sup>	0.3	2.1	2.7	2.7
Commercial Real Estate <sup>(3)</sup>	0.2	10.8	9.7	8.4
Leveraged Finance <sup>(3)</sup>	0.5	24.5	22.5	11.9 <sup>(5)</sup>
<b>Subtotal</b>	<b>1.0</b>			
European RMBS	0.1			
Impairments on AfS assets	0.1			
<b>Total mark-downs</b>	<b>1.2</b>			

(1) Exposure represents our potential loss in the event of a 100% default of securities and related hedges / derivatives assuming zero recovery

(2) Exposure represents fair value of bought protection related to U.S. RMBS before Credit Valuation Adjustments

(3) Exposure represents carrying value and includes impact of synthetic sales, securitizations and other strategies; for unfunded commitments carrying value represents notional value of commitments less gross mark-downs

(4) Includes transfer of EUR 417 m to loans

(5) Includes loans and loan commitments held at fair value pre 1 Jan 2008

Note: Figures may not add up due to rounding differences





# Invested assets<sup>(1)</sup> report

In EUR bn

	30 Sep 2007	31 Dec 2007	31 Mar 2008	30 Jun 2008	30 Sep 2008	Net new money	
						3Q2008	Jan-Sep 2008
<b>Asset and Wealth Management</b>	<b>759</b>	<b>749</b>	<b>698</b>	<b>700</b>	<b>700</b>	<b>(5)</b>	<b>10</b>
<b>Asset Management</b>	<b>561</b>	<b>555</b>	<b>516</b>	<b>515</b>	<b>510</b>	<b>(11)</b>	<b>(8)</b>
Institutional	156	158	151	155	156	(4)	2
Retail	239	234	214	211	193	(8)	(10)
Alternatives	61	58	52	52	58	1	3
Insurance	106	104	99	97	102	(0)	(2)
<b>Private Wealth Management</b>	<b>198</b>	<b>194</b>	<b>182</b>	<b>184</b>	<b>191</b>	<b>6</b>	<b>18</b>
<b>Private &amp; Business Clients</b>	<b>200</b>	<b>203</b>	<b>198</b>	<b>198</b>	<b>193</b>	<b>3</b>	<b>10</b>
Securities	131	129	120	119	111	0	1
Deposits excl. sight deposits	59	64	68	70	73	3	9
Insurance <sup>(2)</sup>	10	10	10	10	10	(0)	(0)
<b>PCAM</b>	<b>959</b>	<b>952</b>	<b>896</b>	<b>898</b>	<b>894</b>	<b>(2)</b>	<b>20</b>

(1) Assets held by Deutsche Bank on behalf of customers for investment purposes and / or managed by Deutsche Bank on a discretionary or advisory basis or deposited with Deutsche Bank (2) Life insurance surrender value



## Listed holdings

In EUR m

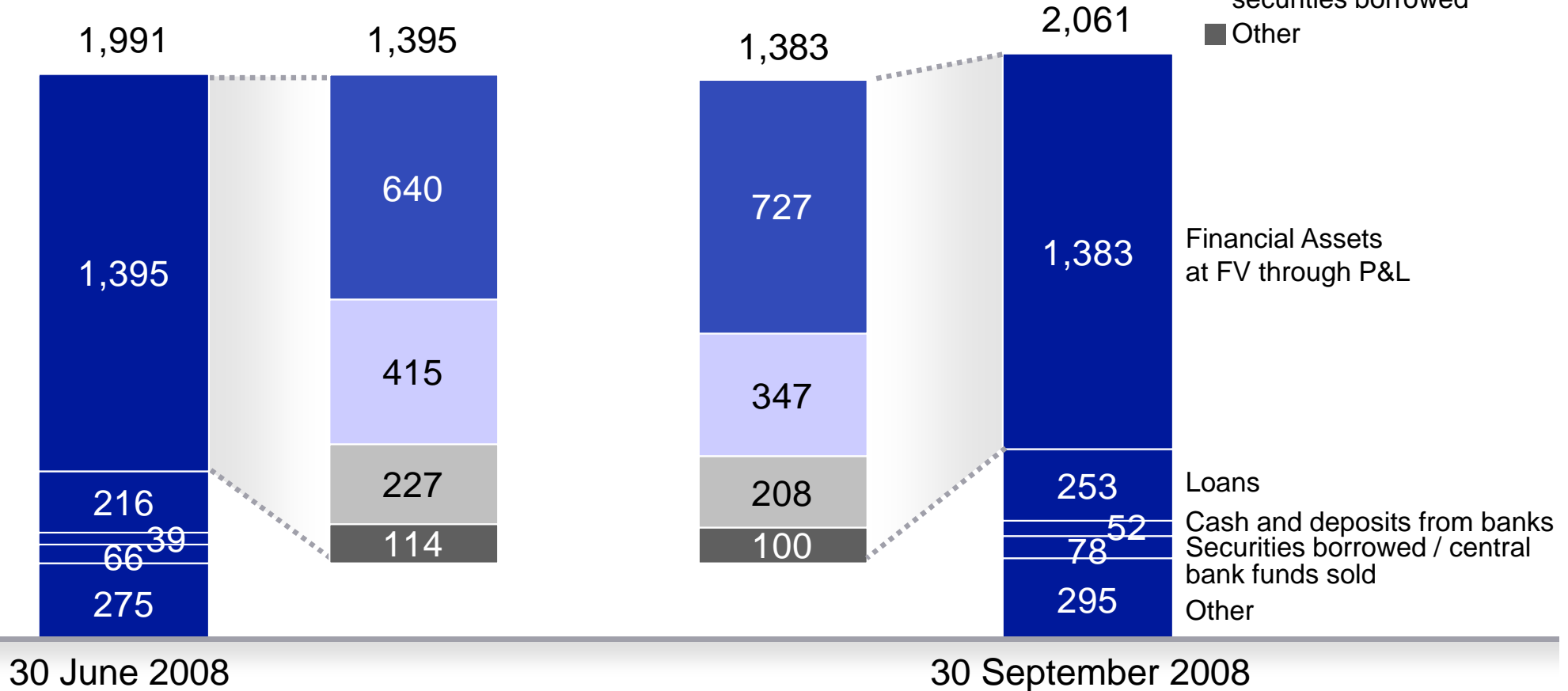
	Stake (in %)	Market value				
	30 Sep 2008	30 Sep 2007	31 Dec 2007	31 Mar 2008	30 Jun 2008	30 Sep 2008
Daimler AG	2.7%	3,170	2,967	1,567	1,027	943
Allianz SE	-	1,277	1,154	867	584	-
Linde AG	3.3%	929	789	571	570	418
Other	n.m.	362	171	141	122	135
<b>Total market value</b>		<b>5,738</b>	<b>5,081</b>	<b>3,147</b>	<b>2,303</b>	<b>1,497</b>
<b>Total unrealised gains</b>		<b>3,333</b>	<b>2,961</b>	<b>1,548</b>	<b>893</b>	<b>373</b>



# Financial assets at FV: Development by category

Total assets, in EUR bn

- Positive market values from derivatives
- Trading securities
- Reverse repos / securities borrowed
- Other





## Balance sheet leverage ratio (target definition)

In EUR bn

	30 Jun 2008	30 Sep 2008
<b>Total assets (IFRS)</b>	<b>1,991</b>	<b>2,061</b>
Adjust derivatives according to U.S. GAAP netting rules	(498)	(564)
Adjust pending settlements according to U.S. GAAP netting rules	(92)	(74)
Adjust repo according to U.S. GAAP netting rules <sup>(1)</sup>	(62)	(62)
<b>Total assets adjusted ("pro-forma U.S. GAAP")</b>	<b>1,338</b>	<b>1,361</b>
<b>Total equity (IFRS)</b>	<b>33.7</b>	<b>36.6</b>
Adjust pro-forma FV gains (losses) on all own debt (post-tax) <sup>(2)</sup>	2.0	3.7
<b>Total equity adjusted</b>	<b>35.6</b>	<b>40.4</b>
<b>Leverage ratio based on total equity</b>		
According to IFRS	59	56
According to target definition	38	34

(1) Estimate assuming for repo netting based on proportion of nettable repos under U.S. GAAP at date of transition to IFRS

(2) Estimate assuming that all own debt was designated at fair value





## Cautionary statements

This presentation contains forward-looking statements. Forward-looking statements are statements that are not historical facts; they include statements about our beliefs and expectations and the assumptions underlying them. These statements are based on plans, estimates and projections as they are currently available to the management of Deutsche Bank. Forward-looking statements therefore speak only as of the date they are made, and we undertake no obligation to update publicly any of them in light of new information or future events.

By their very nature, forward-looking statements involve risks and uncertainties. A number of important factors could therefore cause actual results to differ materially from those contained in any forward-looking statement. Such factors include the conditions in the financial markets in Germany, in Europe, in the United States and elsewhere from which we derive a substantial portion of our trading revenues, potential defaults of borrowers or trading counterparties, the implementation of our management agenda, the reliability of our risk management policies, procedures and methods, and other risks referenced in our filings with the U.S. Securities and Exchange Commission. Such factors are described in detail in our SEC Form 20-F of 26 March 2008 under the heading “Risk Factors.” Copies of this document are readily available upon request or can be downloaded from [www.deutsche-bank.com/ir](http://www.deutsche-bank.com/ir).

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